

## Message Text

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41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

      DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SCA-01 /033 W

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FM AMEMBASSY BONN

TO SECSTATE WASHDC PRIORITY 4477

INFO AMEMBASSY PARIS PRIORITY

AMEMBASSY LONDON

USMISSION USBERLIN

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E.O. 11652: N/A

TAGS: EAIR, FR, WB, US

SUBJECT: CIVAIR: BERLIN/PARIS CHARTERS

REF: A. PARIS 29783 B. STATE 268300 C. USBERLIN 2163

1. OUR LATEST CHECK WITH PAA/BERLIN BEARS OUT THE PRICING INFORMATION REPORTED IN PARA 2, REF A, I.E. DM 199 WAS THE COST TO THE PUBLIC FOR THE LOWEST PRICED PACKAGE AVAILABLE IN PAA'S SPRING PROGRAM. SIMILARLY, THE LOWEST PRICE FOR THE THURSDAY THROUGH SUNDAY TOUR WAS DM 239 AND IN BOTH CASES THE COST PER SEAT TO THE AGENT WAS DM 129. THE SAME PRICES WOULD HAVE APPLIED TO PAA'S ABORTED FALL PROGRAM. REGARDING THE PROPOSED DECEMBER/JANUARY SERIES, UNGER IS OFFERING A PACKAGE BASED ON AF'S PRICE TO THE PUBLIC OF DM 349 FOR A THREE NIGHT STAY WITH A DM 9 ADD-ON FOR EACH ADDITIONAL NIGHT. THUS PAA'S CHEAPEST OFFERING ON THE HOLIDAY PROGRAM IS DM 358 FOR THE DECEMBER 31-JANUARY 4 SEQUENCE. PRICES FOR THE OTHER TOURS WOULD INCREASE IN DM 9 INCREMENTS DEPENDING ON THE NUMBER OF NIGHTS TO BE SPENT IN PARIS.

2. DESPITE THESE HIGHER PRICES TO THE PUBLIC, PAA WOULD  
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STILL COLLECT ONLY DM 129 PER SEAT AS WITH THE EARLIER

PROGRAMS. ACCORDING TO PAA, UNGER HAS RELUCTANTLY CHOSEN TO FOLLOW THIS PRICING POLICY FOR THE HOLIDAY PROGRAM IN ORDER TO MINIMIZE DIFFICULTIES SHOULD THE GOF AGAIN DENY PAA LANDING AUTHORITY. IN THAT EVENT, UNGER WOULD BE ABLE TO PLACE THE BUSINESS ON AF WITHOUT THE NEED TO COLLECT AN ADDITIONAL AMOUNT FROM CUSTOMERS ALREADY BOOKED FOR THE TOURS. (WE SUSPECT THE FAIRLY BRISK BUSINESS UNGER HAS BEEN DOING WITH THESE HOLIDAY TOURS HAS ALSO CONTRIBUTED TO HIS DECISION.) GIVEN REASONABLE ASSURANCES THAT PAA WOULD BE PERMITTED TO OPERATE TO PARIS, UNGER WOULD, OUR PAA CONTACT BELIEVED, OFFER A LOWER COST PROGRAM IN SPRING 76.

3. AS NOTED IN PARA 4, REF A, THE PRICES OF UNGER'S HOLIDAY PARIS SERIES CONFUSE THE ISSUE AS REGARDS OUR EARLIER POINTS ON THE PRICE SPREAD BETWEEN AF'S AND PAA'S PROGRAMS. IT IS, NONETHELESS, CLEAR THAT THESE INORDINATELY HIGH PRICES ARE THE DIRECT RESULT OF POLICIES PURSUED BY THE GOF AND AF, AND -- IF PAA IS CORRECT ABOUT UNGER'S FUTURE INTENTIONS -- SHOULD BE CONSIDERED AN ANOMALY. WE, THEREFORE, BELIEVE THAT OUR BASIC CONTENTION THAT THE ALLIES HAVE AN OBLIGATION TO PROVIDE THE BERLIN PUBLIC WITH AS FULL A RANGE OF TRAVEL OPPORTUNITIES AS POSSIBLE HAS NOT BEEN SERIOUSLY COMPROMISED.

4. WE THINK EMB PARIS' REVISED TEXT EMPHASIZES THIS KEY POINT WHILE AVOIDING ANY POSSIBILITY OF BECOMING EMBROILED IN A DISCUSSION OF RELATIVE PRICE LEVELS. WE LIKEWISE BELIEVE THAT, ON BALANCE, IT WOULD BE USEFUL TO PROCEED WITH THE AIDE-MEMOIRE APPROACH. COMMENT: REGARDING THE PROPOSED TEXT GIVEN IN PARA 5C, REF A, ADDRESSEES MAY FIND IT INTERESTING THAT THE CURRENT EDITION OF A POPULAR WEST GERMAN MAGAZINE CARRIES AN ARTICLE ON TOURISM REPORTING THAT IT CHARTERS FROM THE FRG TO LONDON AND PARIS ARE AVAILABLE FOR AS LITTLE AS DM 109 AND DM 169 RESPECTIVELY. HILLENBRAND

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